## Message Text

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PAGE 01 PEKING 00896 050133Z ACTION EA-12

INFO OCT-01 ISO-00 EB-08 COME-00 TRSE-00 STR-07 SP-02 CIAE-00 INR-10 NSAE-00 /040 W

-----113800 051414Z /46

R 050916Z APR 78 FM USLO PEKING TO SECSTATE WASHDC 0311 INFO AMCONSUL HONG KONG AMEMBASSY TOKYO

CONFIDENTIAL PEKING 0896

E.O. 11652: GDS TAGS: EEWT CH US JA

SUBJ: PROGRESS OF TELEVISION PLANT NEGOTIATIONS

1. USLO SPOKE ON APRIL 4 WITH A REP OF OWENS ILLINOIS GLASS COMPANY WHO IS IN CHINA TO JOIN NEGOTIATIONS BETWEEN THE PRC AND NIPPON ELECTRIC GLASS COMPANY AND OTHER JAPANESE FIRMS ON THE SALE OF A COLOR TELEVISION PLANT. THE REP WAS TOLD BY THE JAPANESE TRADING COMPANY HANDLING THE NEGOTIATIONS THAT A MAY 1 TARGET DATE HAD BEEN SET BY THE CHINESE FOR CONTRACT SIGNING.

2. THE REP IS TRAVELING TO TIENTSIN WHERE THREE FLOORS OF A HOTEL HAVE BEEN OCCUPIED BY THE NEGOTIATING TEAMS. IN ADDITION TO PARTICIPATING AS AN ADVISOR TO THE JAPANESE LICENSEE (OF GLASS TUBE TECHNOLOGY), HE WILL BE TRYING TO INTEREST CHINA IN SOME FURTHER TECHNOLOGY PURCHASES FROM HIS FIRM. IF THE CONTRACT IS SUCCESSFULLY NEGOTIATED, OWENS ILLINOIS HOPES TO SUPPLY THE CHINESE EITHER DIRECTLY OR INDIRECTLY WITH A SPECIAL SOLDERING GLASS USED IN THE PRODUCTION.

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## Message Attributes

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Subject: PROGRESS OF TELEVISION PLANT NEGOTIATIONS

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